**Print Manger Pro Information**

Here are some questions we have:   
  
The original quote had EDU in the part description indicating that it was educational pricing, new quote does not.  Is the new quote educational pricing?

Answer: The original quote had EDU in the part description indicating that it was educational pricing, new quote does not.  Is the new quote educational pricing?

* 1. We have merged part numbers. An automatic 25% discount is applied to all academic institutions. I have attached the quote I sent to Scott Roth at Orchard Park in early March as an example.

What would the price of Standard be?

Answer: No. There is more functionality on top of the original functionality.

It looks like most of the features that used to be in the Enterprise version are now included in the Standard.  Premium adds a bunch of features that would have been optional add-ons to Enterprise in the old licensing model.     
Answer: No. There is more functionality on top of the original functionality.

If we went with Standard, are there any features we would be missing out on compared to the old Enterprise version.

Answer: No. There is more functionality on top of the original functionality.

The $68.85 price on the quote is for orders of 51-100... what's the price if we order 101 and get the next price break?

1. Answer: I’m not sure about the $68.85 price. The quote I sent Scott in March had a price of $67.50. Here is a full breakdown on the pricing. NOTE: All prices are list with the Academic discount already applied.
2. However, for a school district passing—roughly—the 750 mark on printers with the Standard version, it makes more sense to purchase a site license covering unlimited printers for $24,995.

|  |  |  |  |
| --- | --- | --- | --- |
| Quantity | Basic | Standard | Premium |
| Up to 5 Printers | 300.00 | 375.00 | 450.00 |
| 6 to 10 Printers | 60.00 | 75.00 | 90.00 |
| 11 to 25 Printers | 52.50 | 67.50 | 82.50 |
| 26 to 50 Printers | 45.00 | 60.00 | 75.00 |
| 51-100 Printers | 37.50 | 52.50 | 67.50 |
| 101 to 150 Printers | 30.00 | 45.00 | 60.00 |
| 151 to 200 Printers | 28.13 | 43.13 | 58.13 |
| 201 to 250 Printers | 26.25 | 41.25 | 56.25 |
| 251 to 300 Printers | 24.38 | 39.38 | 54.38 |
| 300 to 400 Printers | 22.50 | 37.50 | 52.50 |
| 401 to 500 Printers | 20.63 | 35.63 | 50.63 |
| 500 to 750 Printers | 18.75 | 33.75 | 48.75 |
| 751 to 1000 Printers | 16.88 | 31.88 | 46.88 |
| 1001 to 2000 Printers | 13.13 | 30.00 | 45.00 |
| 2001 to 3000 Printers | 11.25 | 28.13 | 43.13 |
| 3001 to 4000 Printers | 9.38 | 26.25 | 41.25 |
| 4001 to 5000 Printers | 7.50 | 22.50 | 37.50 |

Can I get pricing on Basic, Standard, and Premium... Academic/EDU pricing... with all the different volume price breaks?

Answer: Please see above  
  
Is there an option to purchase an annual maintenance?  how much?

Answer: Yes. Annual maintenance can be purchased at 30% of list price unless otherwise negotiated  
  
You know we buy software for use in 100+ school districts.  Are our purchases cumulative as far as volume discounts go?  If we were to buy 100 licenses this month and then 20 more next month would the 20 be at the 120 unit cost because we had already purchased 100 or does it "reset" with every purchase?

Answer: Typically if one entity is purchasing, a cumulative price is applied. E.g., if you purchased 101 licenses now you would buy any additional licenses at the same tier or higher as they were reached. However, with BOCES, I’m not sure this would apply but it’s something that could potentially be negotiated.